

## Message Text

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ACTION EUR-12

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R 241152Z FEB 76  
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TO USDOC WASHDC  
AMEMBASSY VIENNA  
INFO SECSTATE WASHDC 6728

UNCLAS BUCHAREST 0962

VIENNA FOR EWTDC

E.O. 11652: N/A

TAGS: BEXP, RO

SUBJ: TECHNOLOGY AND EQUIPMENT FOR MANUFACTURING METALLURGICAL  
SUPPLIES

1. IN A MEETING WITH OFFICIALS OF IPROMET, INSTITUTE FOR TECHNOLOGICAL DESIGN OF METALLURGICAL PLANTS AND INSTALLATIONS, EMBOFF WAS ASKED TO OBTAIN BASIC INFORMATION ON TYPES OF U.S. TECHNOLOGY AVAILABLE FOR MANUFACTURING REFRACTORY MATERIALS, UHP GRAPHITE ELECTRODES, AND PRESSES FOR MANUFACTURING GRINDING AND CUTTING WHEELS ON AN URGENT BASIS. IN EACH CASE THEY NEED BRIEF TECHNICAL DESCRIPTIONS OF THE KINDS OF TECHNOLOGY U.S. FIRMS MIGHT BE ABLE TO OFFER. IPROMET TENDS TO ADOPT OTHER TECHNOLOGY, PARTICULARLY FROM WEST GERMANY, BECAUSE THEY ARE NOT ALWAYS AWARE OF POTENTIALLY ATTRACTIVE ALTERNATIVES. THIS INQUIRY DOES NOT CONSTITUTE A NORMAL TRADE OPPORTUNITY, BECAUSE IN SOME CASES THE CHARACTERISTICS OF THE EXPECTED PRODUCTION ARE NOT YET ESTABLISHED, AND IN OTHERS IT IS POSSIBLE THAT ROMANIAN WILL DECIDE TO CONTINUE IMPORTS RATHER THAN GO INTO PRODUCTION IF IT IS TOO EXPENSIVE.

2. THOSE PROJECTS UNDER MOST URGENT CONSIDERATION (DETAILS ON LESS URGENT PROJECTS FOLLOW SEPARATELY):

A. REFRACTORY MATERIALS FOR STEEL MELTING (PRESUMABLY ALUMINOUS). ROMANIA MAY OR MAY NOT ESTABLISH A 10,000 TONS  
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PER YEAR MANUFACTURING PLANT IN TULCEA; IPROMET IS OBLIGED

TO DECIDE ON TECHNOLOGY AND MERITS OF GOING AHEAD THIS YEAR.

B. MANUFACTURING TECHNOLOGY FOR UHP (ULTRA HIGH POWER) GRAPHITE ELECTRODES FOR USE IN ELECTRIC ARC FURNACES. ROMANIA IS NOW MAKING ORDINARY ELECTRODES IN ITS SLATINA CARBON PRODUCTS FACTORY AND INTENDS TO INTRODUCE PRODUCTION OF 15,000 TONS PER YEAR OF UHP ELECTRODES. THESE WILL BE OF 500-600 MILLIMETER DIAMETER AND 2 METERS OR MORE IN LENGTH. ROMANIA CURRENTLY IMPORTS THESE PRODUCTS AND WILL PROBABLY CONTINUE DOING SO UNTIL PROJECT COMPLETED.

C. REGARDLESS OF TECHNOLOGY USED FOR ELECTRODES, IPROMET WOULD LIKE TECHNICAL DATA ON PRESSES AVAILABLE FOR MANUFACTURING UHP ELECTRODES. PRESS CAPACITY SHOULD BE 10 TONS PER HOUR OUTPUT AND 4,000 TONS FORCE.

D. HYDRAULIC PRESSES FOR MANUFACTURING ABRASIVE GRINDING AND CUTTING WHEELS. IPROMET HAS BEEN DISCUSSING TECHNOLOGY WITH NORTON COMPANY OF WORCESTER, MASS., BUT THEY ARE NOT EQUIPMENT SUPPLIERS AND IPROMET NEEDS TO KNOW WHAT EQUIPMENT ALTERNATIVES THERE ARE.

3. ACTION REQUESTED: PLEASE CONTACT APPROPRIATE SUPPLIERS AND URGE A PROMPT RESPONSE. SINCE IT IS NOT APPROPRIATE FOR FOREIGN FIRMS TO DEAL DIRECTLY WITH A DESIGN INSTITUTE SUCH AS IPROMET WITHOUT THE INVOLVEMENT OF A FOREIGN TRADING ENTERPRISE, FIRMS SHOULD FORWARD THEIR TECHNICAL LITERATURE TO THE EMBASSY, ATTENTION COMMERCIAL ATTACHE. SPECIALLY PREPARED COMMERCIAL OFFERS OR PERSONAL VISITS ARE NOT RPT NOT SOUGHT AT THIS TIME. FIRMS SHOULD USE INTERNATIONAL AIR MAIL; THOSE IN US MAY USE SAM VIA AMCONGEN BUCH, APO NEW YORK 09757.

4. FOR VIENNA: GIVEN RATHER UNORTHODOX -- BUT WE HOPE HELPFUL -- APPROACH OF IPROMET, EMBASSY WOULD PREFER THAT THIS INFORMATION NOT RPT NOT BE PUBLISHED IN BULLETIN. WE WOULD APPRECIATE TELEPHONE CALLS TO REPRESENTATIVES OF U.S. FIRMS IN VIENNA WHO MAY BE ABLE TO SUPPLY DATA LISTED ABOVE. BARNES

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